

## Message Text

UNCLASSIFIED

PAGE 01 MONTRE 00145 241738Z

66

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

----- 028170

R 241613Z JAN 75

FM AMCONSUL MONTREAL

TO USDOC WASHDC

INFO SECSTATE WASHDC 5887

UNCLAS MONTREAL 0145

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0045

2. 012475

3. E. TOLMAN

4. 122 CANADA

5. I M D

6A. CALL, WRITE OR CABLE --

6B. MR. H. L'AFRICAIN, SALES MANAGER

6C. CASGRAIN AND CHARBONNEAU LTEE.

445 ST. LAWRENCE BLVD.

MONTREAL, QUEBEC H2Y 2Y8, CANADA

7. CABLE: CASBONO, MONTREAL; TELEPHONE: (514) 861-3641

8. --

9. 104-11

9A. DIRECT SALE AND AGENCY (DISTRIBUTORSHIP, REPRESENTATION)

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PAGE 02 MONTRE 00145 241738Z

10. DESCRIPTION

28341XX THROUGH 28346XX-0000. PHARMACEUTICALS  
28311XX THROUGH 28314XX-0000. DRUGS, BIOLOGICAL PRODUCTS  
38112XX-0000. LABORATORY AND SCIENTIFIC INSTRUMENTS  
38410XX-0000. SURGICAL AND MEDICAL INSTRUMENTS AND APPARATUS  
3842111-0000. ORTHOPEDIC APPLIANCES  
3842115-0000. STERILIZERS (HOSPITAL AND SURGICAL)

CASGRAIN AND CHARBONNEAU LTEE. IS A LARGE, LONG-ESTABLISHED,  
AND WELL KNOWN CANADIAN MANUFACTURER OF A LIMITED LINE OF  
PHARMACEUTICALS AND OTHER PROFESSIONAL EQUIPMENT AND SUPPLIES  
IN ADDITION TO BEING A SUBSTANTIAL IMPORTER AND DISTRIBUTOR  
OF COMPLEMENTARY LINES OF PRODUCTS. MARKETING TERRITORY:  
PROVINCES OF QUEBEC, NEW BRUNSWICK AND NEWFOUNDLAND. ANNUAL  
SALES VOLUME DOLS 9 MILLION. EMPLOYS 150 PERSONS.

CASGRAIN AND CHARBONNEAU LTEE., IS SEEKING TO EXPAND ITS IMPORTS  
OF PHARMACEUTICALS AND HOSPITAL SUPPLIES EITHER THROUGH DIRECT  
PURCHASE FOR ITS OWN MANUFACTURING OR RESALE PURPOSES, OR THROUGH  
AGENCY-DISTRIBUTORSHIP ARRANGEMENTS, (DEPENDING ON THE PRODUCTS  
OFFERED).  
HARPER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975MONTRE00145  
**Document Source:** CORE  
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**Drafter:** n/a  
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**Errors:** N/A  
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**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** buchant0  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)  
**TAGS:** BGEN, CA  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006